

**EUROPEAN COCOA ASSOCIATION aisbl**

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**EUROPEAN COCOA BEAN USAGE**  
**(in tons – processed beans, i.e. ground and expelled)**  
**ECA PUBLICATION**  
**Quarterly Comparison (net change from prior year)**

	<b>Q4 %</b>	<b>Q3 %</b>	<b>Q2 %</b>	<b>Q1 %</b>	<b>YTD %</b>
<b>2011/2010</b>	<b>101.8</b>	<b>114.0</b>	<b>108.0</b>	<b>103.7</b>	<b>106.8</b>
<b>2010/2009</b>	<b>97.7<sup>1</sup></b>	<b>96.0</b>	<b>112.6</b>	<b>108.2</b>	<b>103.1</b>
<b>2009/2008</b>	<b>100.6</b>	<b>98.9</b>	<b>88.7</b>	<b>88.9</b>	<b>94.3</b>
<b>2008/2007</b>	<b>100.1</b>	<b>99.3</b>	<b>101.7</b>	<b>104.7</b>	<b>101.4</b>
<b>2007/2006</b>	<b>102.9</b>	<b>108.0</b>	<b>103.4</b>	<b>104.4</b>	<b>104.7</b>
<b>2006/2005</b>	<b>106.9</b>	<b>104.3</b>	<b>105.7</b>	<b>109.9</b>	<b>106.7</b>
<b>2005/2004</b>	<b>105.2</b>	<b>108.6</b>	<b>108.6</b>	<b>100.9</b>	<b>105.8</b>
<b>2004/2003</b>	<b>99.4</b>	<b>102.6</b>	<b>100.9</b>	<b>105.9</b>	<b>102.1</b>
<b>2003/2002</b>	<b>107.3</b>	<b>103.2</b>	<b>104.9</b>	<b>104.3</b>	<b>104.9</b>
<b>2002/2001</b>	<b>98.5</b>	<b>94.2</b>	<b>90.7</b>	<b>86.0</b>	<b>92.2</b>
<b>2001/2000</b>	<b>93.3</b>	<b>96.8</b>	<b>103.0</b>	<b>105.2</b>	<b>99.4</b>
<b>2000/1999</b>	<b>107.5</b>	<b>114.3</b>	<b>105.2</b>	<b>111.8</b>	<b>109.6</b>

**Quarterly Results**

	<b>Q4</b>	<b>Q3</b>	<b>Q2</b>	<b>Q1</b>	<b>YTD</b>	<b>12 mth totals (moving average)</b>
<b>2011</b>	<b>349,355</b>	<b>377,388</b>	<b>354,543</b>	<b>353,716</b>	<b>1,435,002</b>	<b>1,435,002</b>
<b>2010</b>	<b>343,243<sup>1</sup></b>	<b>330,900</b>	<b>328,426</b>	<b>341,096</b>	<b>1,343,665<sup>1</sup></b>	<b>1,343,665<sup>1</sup></b>
<b>2009</b>	<b>351,316</b>	<b>344,832</b>	<b>291,763</b>	<b>315,177</b>	<b>1,303,088</b>	<b>1,303,088</b>
<b>2008</b>	<b>349,351</b>	<b>348,501</b>	<b>328,920</b>	<b>354,571</b>	<b>1,381,343</b>	<b>1,381,343</b>
<b>2007</b>	<b>348,901</b>	<b>351,040</b>	<b>323,353</b>	<b>338,495</b>	<b>1,361,789</b>	<b>1,361,789</b>
<b>2006</b>	<b>338,922</b>	<b>324,903</b>	<b>312,817</b>	<b>324,173</b>	<b>1,300,815</b>	<b>1,300,815</b>
<b>2005</b>	<b>317,000</b>	<b>311,627</b>	<b>295,926</b>	<b>295,061</b>	<b>1,219,614</b>	<b>1,219,614</b>
<b>2004</b>	<b>301,214</b>	<b>287,040</b>	<b>272,570</b>	<b>292,367</b>	<b>1,153,191</b>	<b>1,153,191</b>
<b>2003</b>	<b>302,988</b>	<b>279,675</b>	<b>270,197</b>	<b>276,070</b>	<b>1,128,930</b>	<b>1,128,930</b>
<b>2002</b>	<b>282,501</b>	<b>271,041</b>	<b>257,570</b>	<b>264,755</b>	<b>1,075,867</b>	<b>1,075,867</b>
<b>2001</b>	<b>286,947</b>	<b>287,709</b>	<b>284,048</b>	<b>307,764</b>	<b>1,166,468</b>	<b>1,166,468</b>
<b>2000</b>	<b>307,473</b>	<b>297,164</b>	<b>275,663</b>	<b>292,628</b>	<b>1,172,928</b>	<b>1,172,928</b>
<b>1999</b>	<b>285,952</b>	<b>259,907</b>	<b>262,073</b>	<b>261,792</b>	<b>1,069,724</b>	<b>1,069,724</b>

<sup>1</sup> Please note that the above figures have been amended based on corrected 2010 Q4 figures submitted by one or more reportees at the time of reporting on Q4 2011.

**YTD Comparison (net change from prior year)**

through	Q4 %	Q3 %	Q2 %	Q1 %
2011/2010	106.8	108.5	105.8	103.7
2010/2009	103.1 <sup>1</sup>	105.1	110.3	108.2
2009/2008	94.3	92.2	88.8	88.9
2008/2007	101.4	101.9	103.3	104.7
2007/2006	104.7	105.3	103.9	104.4
2006/2005	106.7	106.6	107.8	109.9
2005/2004	105.8	105.9	104.6	100.9
2004/2003	102.1	103.2	103.4	105.9
2003/2002	104.9	104.1	104.6	104.3
2002/2001	92.2	90.2	88.3	86.0
2001/2000	99.4	101.6	104.1	105.2
2000/1999	109.6	110.4	108.5	111.8

- Next update:** April 2012
- Geographical Coverage:** European Union (15 original countries) & Switzerland
- Number of Participants:** Currently 25
- Reporting Companies:** All companies report their total (group) bean usage
- ECA grinding members:** ADM Cocoa – Barry-Callebaut – Delfi Cocoa Europe – ECOM/Dutch Cocoa – Gerkens Cacao (Cargill) – Nederland
- Bean processors (grinders and/or expellers):**  
 Baronie Group (Stollwerck) – Cioccolato Peyrano – Euomar – Ferrero – Fuchs & Hoffmann – Hachez – Herza – Icam – Kessko – Kraft Foods – Ludwig – Majani – Natra - Nestle – Schokinag – Schwartauer Werke (KVB) – Storck – Weinrich – Toms

**Source: SSZ (Studiecentrum Snacks en Zoetwaren), Zeist, the Netherlands**

